

A U.S. Business Guide to...

GETTING AROUND OVERSEAS

EUROPE



PAN AM



Business Travel in Europe...

Business travel to Europe and the British Isles, once very limited, is now almost commonplace. All countries are actively seeking new industry and investment from the United States and are working to increase their exports to this country.

On the following pages we have assembled some brief, helpful information to aid you on your business trip to Europe.

While each country naturally has its own language, you will probably be pleasantly surprised at the number of people—particularly your European business contacts—who will be able to converse in English. However, should you need them, we have set forth some of the more common words with their equivalents in the major languages of Europe.

Certain aspects of doing business in Europe will differ markedly from what you may be accustomed to in the United States, but by and large you'll find the people courteous, warm, friendly and receptive to you as a business traveler.

You'll find you are even more welcome if you have taken the time to learn the history and culture of the countries you are visiting. Your ability to talk knowledgeably about your host country can be very helpful in creating an atmosphere of mutual respect and understanding.

As a business traveler we would assume you will travel to and from Europe by air. One suggestion we would make is that you be sure your return reservation is made before you leave the United States. Then, if business requires that your return plans be altered, your return reservation puts you in a better position to secure later or different flights. You will have some advantage over others, including tourists, who may also be trying to book passage on the same flight.



Contents

	Page
BEST TIMES TO TRAVEL OVERSEAS	4
TIME TABLES	7
BUSINESS ASSISTANCE	8
U.S. EMBASSIES/CONSULATES	
SOURCES OF BUSINESS INFORMATION	
& ASSISTANCE	
INTERNATIONAL MARKETING CENTERS	
BUSINESS AND GOVERNMENT	
OFFICE HOURS	12
EUROPEAN CURRENCIES &	
EXCHANGE RATES	14
EUROPEAN BANK HOLIDAYS	16
TELEPHONING FROM EUROPE	18
INTERNATIONAL DIALING	
SAVE MONEY ON CALLS BACK HOME	
TELEPHONE RATES TO EUROPE	
FROM THE U.S.	
ANNUAL EUROPEAN TRADE FAIR SCHEDULE ...	22
CLOTHING SIZES	33
GETTING AROUND IN EUROPE	34
TRANSPORTATION	
INTERNATIONAL ROAD SIGNS	
GOOD BUSINESS MANNERS	
FOR THE TRAVELER IN EUROPE	
TRANSLATION OF USEFUL WORDS	40
SOME TRAVEL TIPS	44
DOCUMENTS	
PACKING TIPS	
ELECTRIC CURRENT	
HEALTH	
TIPPING	
UNITED STATES CUSTOMS	
METRIC CONVERSIONS	49

Best Times To Travel Overseas...

		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
ANDORRA		NA											
Avg. Temp.	Low	25	25	35	40	48	50	59	59	50	41	30	25
	High	45	45	59	65	72	75	77	80	68	65	58	54
AUSTRIA		a	c		b			v	v				a
Avg. Temp.	Low	26	28	34	41	50	56	59	58	52	44	36	30
(Vienna)	High	34	38	47	57	66	71	75	73	66	55	44	37
BELGIUM		a			b			v	v				a
Avg. Temp.	Low	42	43	45	49	55	61	66	67	64	57	50	44
(Brussels)	High	57	59	62	66	73	80	84	86	81	74	65	59
CYPRUS		NA											
Avg. Temp.	Low	42	42	44	50	60	65	69	69	65	58	51	45
(Nicosia)	High	58	59	65	74	83	91	97	97	91	81	72	62
CZECHOSLOVAKIA							v	v	v				
Avg. Temp.	Low	25	28	33	40	49	55	58	57	52	44	35	29
(Prague)	High	34	38	45	55	65	72	74	73	65	54	41	34
DENMARK		a			b		v						a
Avg. Temp.	Low	29	28	31	37	44	51	55	54	49	42	35	32
(Copenhagen)	High	36	36	41	50	61	67	72	69	63	53	43	38
FINLAND		a			b		v	v	v				a
Avg. Temp.	Low	17	15	22	31	41	49	57	55	46	37	30	22
(Helsinki)	High	27	26	32	43	55	63	71	66	57	45	37	31
FRANCE		a					v	v	v				a
Avg. Temp.	Low	32	33	36	41	47	52	55	55	50	44	38	33
(Paris)	High	42	45	52	60	67	73	76	75	69	59	49	43
GERMANY (East)							v	v	v				
Avg. Temp.	Low	26	27	32	38	46	51	55	54	48	41	33	29
(Berlin)	High	35	38	46	55	65	70	74	72	66	55	43	37
GERMANY (West)		a		c	b			v	v				a
Avg. Temp.	Low	29	31	35	41	48	53	56	55	51	43	36	31
(Frankfurt)	High	37	42	49	58	67	72	75	74	67	56	45	39

		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
GREECE		a		e			v	v					a
Avg. Temp.	Low	42	43	46	52	60	67	72	72	66	60	52	46
(Athens)	High	54	55	60	67	77	85	90	90	83	74	64	57
HUNGARY							v	v	v				
Avg. Temp.	Low	26	28	36	44	52	57	61	59	63	45	37	31
(Budapest)	High	35	40	51	62	72	78	82	81	74	61	47	38
ICELAND		NA											
Avg. Temp.	Low	26	28	36	44	52	57	61	59	53	45	37	31
(Reykjavik)	High	35	40	51	62	72	78	82	81	74	61	47	38
IRELAND		a		b			v	v					a
Avg. Temp.	Low	35	35	36	38	42	48	51	51	47	43	38	36
(Dublin)	High	47	47	51	54	59	65	67	67	63	57	51	47
ITALY		a		b			v	v					a
Avg. Temp.	Low	39	39	42	46	55	60	64	64	61	53	46	41
(Rome)	High	54	56	62	68	74	82	88	88	83	73	63	56
LIECHTENSTEIN		NA											
Avg. Temp.	Low	Similar to Switzerland											
	High	Similar to Switzerland											
LUXEMBOURG		NA											
Avg. Temp.	Low	29	30	33	40	46	52	55	55	50	43	37	32
(Luxembourg)	High	36	40	49	58	65	71	74	73	65	56	45	39
MALTA		NA											
Avg. Temp.	Low	51	51	52	56	61	67	72	73	71	66	59	54
(Valletta)	High	59	59	62	66	71	79	84	85	81	76	68	62
NETHERLANDS		a		b			v	v	v				a
Avg. Temp.	Low	34	34	37	43	50	55	59	59	56	48	41	35
(Amsterdam)	High	40	41	46	52	60	65	69	68	64	56	47	31
NORWAY		a		b			v	v					a
Avg. Temp.	Low	20	20	25	34	43	51	56	53	45	37	29	24
(Oslo)	High	30	32	40	50	62	59	73	69	60	49	37	31
POLAND							v	v	v				
Avg. Temp.	Low	21	23	28	38	48	53	56	55	48	41	32	25
(Warsaw)	High	30	32	41	54	67	72	75	73	65	54	40	32
PORTUGAL		a		b			v	v	v				a
Avg. Temp.	Low	46	47	49	52	58	60	63	64	62	57	52	47
(Lisbon)	High	56	58	61	64	69	75	79	80	76	69	62	57

		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
ROMANIA							v	v	v				
Avg. Temp.	Low	20	24	33	41	51	58	61	60	53	44	35	26
(Bucharest)	High	33	38	51	63	74	81	86	86	76	65	49	47
SPAIN		a			b			v	v				a
Avg. Temp.	Low	33	35	40	44	50	57	62	62	56	48	40	35
(Madrid)	High	47	51	57	64	71	80	87	86	77	66	54	48
SWEDEN		a			b		v	v	v				a
Avg. Temp.	Low	23	22	26	32	41	49	55	53	46	39	31	26
(Stockholm)	High	31	31	37	45	57	65	70	66	58	48	38	33
SWITZERLAND		a	v		b		v	v	v				a
Avg. Temp.	Low	29	30	35	41	48	55	58	57	52	44	37	31
(Geneva)	High	39	48	51	58	66	73	77	76	69	58	47	40
TURKEY							v	v	v				
Avg. Temp.	Low	36	37	39	45	53	60	65	66	61	54	48	41
(Istanbul)	High	45	47	52	61	68	77	81	81	75	67	59	51
UNITED KINGDOM		a			b			v	v				a
Avg. Temp.	Low	35	25	37	40	45	51	55	54	51	44	39	36
(London)	High	44	45	51	56	63	69	73	72	67	58	49	45
U.S.S.R.							v	v	v				
Avg. Temp.	Low	9	10	17	31	44	51	55	52	43	34	23	13
(Moscow)	High	21	23	32	47	65	73	76	72	61	46	31	23
YUGOSLAVIA							v	v	v				
Avg. Temp.	Low	27	27	35	45	53	58	61	60	55	47	39	30
(Belgrade)	High	37	41	53	64	74	79	84	83	76	65	52	40

NOTES:

NA—Not Available

a — Avoid traveling 2 weeks before and after Christmas

b —Avoid traveling 1 week before and after Easter

c —Avoid traveling during Pre-Easter Carnival (Feb. 25-27)

d —Business less active during Holy Month of Ramadan (July 24-Aug. 24)

e —Avoid traveling 1 week before and after Greek Orthodox Easter (Apr. 23)

v —Vacation periods

Best Times

Time Tables

(Based on a 24 hour clock)

Central European Time	12	13	14	15	16	17	18	19	20	21	22	23	24	1	2
Greenwich Mean Time	11	12	13	14	15	16	17	18	19	20	21	22	23	24	1

U.S.A. Time Zones:

Eastern (New York)	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20
Central (Chicago)	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19
Mountain (Denver)	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18
Pacific (Los Angeles)	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17

U.S. time is calculated on Standard Time which is observed from the last Sunday in October until the last Sunday in April. To determine U.S. time during the remainder of the year, add one hour.



Business Assistance...

U.S. EMBASSIES/CONSULATES

The better prepared the business traveler is before arrival in a foreign country, the better the chances of success. However...

Wherever you travel in Europe you'll never be far from a United States Embassy or Consular Office where you can get expert help in working with local business interests. Any reasonable requests will be handled quickly and efficiently by the following professional staffs:

Country	Address	Tel. Nos.
Andorra	33 Via Layetanna Barcelona, Spain*	319-9550
Austria	IX Boltzmangasse 16A-1091 Vienna	(222) 346611
Belgium	27 Boulevard du Regent Brussels	513-3830
Bulgaria	1 Stamboliiski Boulevard Sofia	88-48-01
Cyprus	Therissos St. and Dositheos St. Nicosia	65151/5
Czechoslovakia	Trziste 15-12548, Prague	53 66 41/8
Denmark	Dag Hammarskjolds Alle 24 Copenhagen	(1) 42 31-44
Finland	Itainen Puistotie 14A, Helsinki	171931
France	2 Avenue Gabriel 75382, Paris	296-1202
German Dem. Rep.	Neustaedtische Kirchstrasse 4-5, 108 Berlin	2202741
Germany, Fed. Rep. of	Deichmannsaue, 5300 Bonn 2, Bonn	(02221) 89-55
Greece	91 Vasilissis Sophias Blvd. Athens	712951
Hungary	V. Szabadsag Ter. 12, Budapest	329-375
Iceland	21 Laufasvegur, Reykjavik	29100
Ireland	42 Elgin Road, Ballsbridge Dublin	688777

Italy	Via V. Veneto 119/A	
	Rome	(06) 4674
Liechtenstein	141 Zollikerstrasse	
	Zurich, Switzerland*	5 5-25-55
Luxembourg	22 Boulevard Emmanuel Servais	
	Luxembourg	40123
Malta	2nd fl., Development House, St. Anne St., Floriana,	
	Valletta	632653
Netherlands	102 Longe Voorhout,	
	The Hague	62-49-11
Norway	Drammensveien 18, Oslo	56-68-80
Poland	Aleje Ujazdowskie 29/31	
	Warsaw	283041
Portugal	Avenida Duque de Louie 39	
	Lisbon	570102
Romania	Str. Tudor Arghezi 7-9	
	Bucharest	12-40-40
Spain	Serrano 75, Madrid	276-3400
Sweden	Strandvagen 101	
	Stockholm	(08) 63.05.20
Switzerland	Jubilaumstrasse 93, Bern	(031) 430011
Turkey	110 Ataturk Boulevard, Ankara	26 54 70
United Kingdom	24/31 Grosvenor Sq., W. 1A 1AE	
	London	(01) 499-9000
U.S.S.R.	Ulitsa Chaykovskogo 19/21/23	252-00-11
Yugoslavia	Kneza Milosa 50, Belgrade	645655

*Nearest U.S. Consulate

SOURCES OF BUSINESS INFORMATION AND ASSISTANCE

Information or guidance on business problems or questions can be obtained from the Economic/Commercial Attache at any Embassy or Consulate, or from the following American Chambers of Commerce abroad:

Austria	American Chamber of Commerce in Austria Severingasse 1, 1090 Vienna, Austria Phone: 42 12 71
Belgium	American Chamber of Commerce in Belgium Rue Du Commerce 21, Brussels B-1040, Belgium Phone: 12.12.62
France	American Chamber of Commerce in France 21 Ave. George V, Paris 8, France Phone: 225 01 54

Germany

American Chamber of Commerce in Germany
(in Berlin) Branch Office
Fassanenstrasse 4
1000 Berlin 12, West Germany
Phone: (031) 31 70 01

American Chamber of Commerce (in Bremen)
Branch Office
Haus der Handelskammer Bremen
Hinter dem Schuetting
2800 Bremen, Germany
Phone: (0421) 36371

American Chamber of Commerce in Germany
(in Frankfurt), Executive Office
Rossmarket 12
6000 Frankfurt/Main, West Germany
Phone: (0611) 28 34 01, 28 25 54

American Chamber of Commerce in Germany
(in Munich), Branch Office
Zweibruckenstrasse 6,
8000 Munich 22, Germany
Phone: (90811) 29 59 53

American Chamber of Commerce in Germany
(in Dusseldorf) Branch Office
Wirmirstrasse 11
4000 Dusseldorf 30, Germany
Phone: (0211) 435600

Ireland

U.S. Chamber of Commerce in Ireland
16 Eustace Street, Dublin 2, Ireland
Phone: 77 55 54

Italy

American Chamber of Commerce in Italy
(in Florence), Branch Office
Via Valfonda No. 9, Florence, Italy
Phone: 27 06 51

American Chamber of Commerce in Italy
Main Office (in Milan),
12 Via Agnello, Milan, Italy
Phone: 80 79 55/6

American Chamber of Commerce in Italy
(in Rome), Branch Office
Via Lombardia 40, Rome, Italy 00187
Phone: 47 45 40

Netherlands

American Chamber of Commerce in
The Netherlands
Carnegieplein 5, The Hague, The Netherlands
Phone: 65 98 08

Spain	American Chamber of Commerce in Spain (in Barcelona), General Secretariat Avda: Generalísimo Franco 477 Phone: 321 81 95/96
	American Chamber of Commerce in Spain (in Madrid) Branch Office, Hotel Eurobuilding Padre Damian 23, Madrid 14, Spain Phone: 4586520, 4586559
Switzerland	American Chamber of Commerce in Switzerland Talacker 50, 8001 Zurich, Switzerland, Phone: (01) 27 24 55
United Kingdom	American Chamber of Commerce in the United Kingdom (British) 75 Brook Street, London W1, England Phone: Hyde Park 0381-5

In addition, the Council of American Chambers of Commerce—Europe and Mediterranean—has its headquarters at Rossmarkt 12, Frankfurt/Main, West Germany.

INTERNATIONAL MARKETING CENTERS

City	Location	Tel. No.
Cologne	ABC Haus, Bahnhofsvorplatz, Cologne, Germany	23-31-41
London	4/5 Langham Place London, WIN 8 AE, England	637-0581
Milan	Via Gattamelata 5 20149 Milan, Italy	46-96-451
Paris	123 Avenue Charles de Gaulle 92200 Neuilly Paris, France	624-33-13
Stockholm	Vasagatan 11, S-101 28 Stockholm, Sweden	(08) 24-84-20

TRADE AND COMMERCIAL OFFICES

Warsaw	Ulica Wiejska 20 Warsaw, Poland	21-45-15
Moscow	Ulitsa Chaykovskogo 15 Moscow, U.S.S.R.	255-4848

EAST-WEST TRADE SUPPORT OFFICE:

Vienna	Friedrich Schmidplatz 2 A 1010 Vienna, Austria Phone: 34 66 11
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Business And Government Office Hours...

(Days are Monday-Friday unless otherwise noted)

	Business	Banks	Government
Austria	8-4:30	8-12:30 & 1:30-3 ^a	8-4
Belgium	9-12 & 2-5:30	9-1 & 2:30-3:30	9-12 & 2-5
Bulgaria	8:30-12 & 1-4:30 ^b	8-12 ^b	8:30-12 & 1-4:30 ^b
Cyprus	8-1 & 4-6:30	8:30-12:30 ^b	7:45-1 & 4-6:30 ^a
Czechoslovakia	Mon-Sat 8-4	8-2	Mon-Sat 8-4
Denmark	8-4	9:30-4 ^a	9-4
Finland	8:30-4:30	9:15-4:15	8:30-4:30
France	9-12 & 2-6	9-12 & 1:30-4:30	9-12 & 2-6
Germany (East)	8-5	8-11:30	8-5
Germany (West)	8-5	9-1 & 3-4 ^a	9-12:30 & 2-5
Greece	8:30-1:30 & 4-7:30 ^b	Mon-Sat 8-1	Mon-Sat 8-1:30
Hungary	8:30-5	9-1	8:30-5
Iceland	9-12 & 1-5	9:30-3:30	9-12 & 1-5
Ireland	9-1 & 2-5	10-12:30 & 1:30-3	9:15-5:50
Italy	8:30-12:45 & 3-6:30 ^b	8:30-1:30	8:30-2:45

	Business	Banks	Government
Liechtenstein	8-12 & 2-6	8:15-4:30	8-12 & 2-6
Luxembourg	9-12 & 2-5:30	8:30-12 & 2-5	9-12 & 2-5
Malta	8:30-12:30 & 3-5 ^b	8:30-12:30 ^b	8-12:30 & 2-5 ^b
Monaco	8:30-6	8-12 & 2-4	8:30-6
Netherlands	8:30-5:30	9-4	8:30-5
Norway	Nov-Apr 9-4 May-Oct 8-30-3 ^b	8:15-3:45	8-3:45
Poland	Mon-Sat 7-3	Mon-Sat 8:30-12:30	Mon-Sat 8-3
Portugal	10-12 & 2-6	9-12 & 2-3:30	9:30-12:30 & 2:30-5:30
Romania	Mon-Sat 8-4	Mon-Fri 8-11 ^b	Mon-Sat 8-4
Spain	Mon-Sat 9-1:30 & 4-7	Mon-Sat 9-2	Mon-Sat 9-1 & 4-7
Sweden	8:30-4:30	9:30-3	9-1 & 2-5
Switzerland	8-12 & 2-6	8:15-4:30	8-12 & 2-6
Turkey	9-12 & 1:30-6	8:30-12:15 & 1:30-5	Nov-Mar 9-12 & 1:30-5 ^b Apr-Oct 8-12 & 2:30-5
United Kingdom	9-5	9:30-3:30	10-1 & 2-5
U.S.S.R.	9-6	9-1	9-6
Yugoslavia	7-2:30	7-3	8-4

NOTES:

a — Open later on Thursday

b — Also open Saturday

European Currencies & Exchange Rates...

Most experienced business travelers carry as little cash as possible. Instead, they rely upon the use of travelers checks which can be cashed, as needed, with little or no difficulty.

It is helpful, however, to have a small amount of foreign currency on hand before you arrive in a country. This will enable you to take care of any small incidentals like cab fares, tips, etc., without having to negotiate a travelers check.

Be sure you keep a list of the serial numbers of your travelers checks. Keep this list separately from the checks themselves; then if you should happen to lose the checks, the list of serial numbers will make their replacement much easier and faster.

European Currencies and Exchange Rates

Country	Monetary unit	Amt. equal to \$1 U.S.	\$ U.S. equal to one unit
Andorra	Peseta	68.97	.015
Austria	Schilling	13.42	.08
Belgium	Franc	29.15	.03
Bulgaria	Lev	.96	1.04
Cyprus	Pound	.35	2.85
Czechoslovakia	Koruna	5.00	.20

Country	Monetary unit	Amt. equal to \$1 U.S.	\$ U.S. equal to one unit
Denmark	Krone	5.05	.20
Finland	Markka	3.85	.26
France	Franc	4.17	.24
Germany (East)	Ostmark	2.50	.40
Germany (West)	Deutsche Mark	1.85	.54
Greece	Drachma	35.09	.03
Hungary	Forint	33.03	.03
Iceland	Krona	294.12	.003
Ireland	Pound	.50	2.01
Italy	Lira	833.33	.001
Liechtenstein	Swiss Franc	1.67	.60
Luxembourg	Franc	28.99	.03
Malta	Pound	.35	2.85
Monaco	French Franc	4.17	.24
Netherlands	Guilder (Florin)	2.00	.50
Norway	Krone	5.00	.20
Poland	Zlota	33.33	.03
Portugal	Escudo	45.45	.02
Romania	Lev	4.76	.21
Spain	Peseta	68.97	.015
Sweden	Krona	4.31	.23
Switzerland	Franc	1.67	.60
Turkey	Lira	23.81	.04
United Kingdom	Pound Sterling	.50	2.00
U.S.S.R.	Ruble	.70	1.43
Yugoslavia	New Dinar	16.67	.06

Values adjusted to nearest fraction, based on commercial rates in effect in February 1979, just prior to publication date, and therefore subject to change.

European Bank Holidays...

Just as in the United States, businesses in Europe are apt to be closed when the banks in the country are closed for the observance of a legal holiday. In planning your itinerary you may find this list of bank holidays helpful.

	International Holidays (See Code Below)	National Holiday	Other Major Holidays with Constant Dates
Andorra	A B C D E F G H I J	—	1/6, 7, 20; 6/24, 29; 8/16 9/8; 11/4
Austria	A C D E F G H I J	10/26	—
Belgium	A C D E F G H I J	7/21	—
Bulgaria	A D	9/9, 10	5/24; 11/7
Cyprus	A B C G I J	10/1	1/6; 3/25; 10/28, 29
Czechoslovakia	A C D I J	5/9	5/8
Denmark	A B C E F I J	4/16	6/5
Finland	A B C D I J	12/6	6/24
France	A B C D E F G H I	7/13-15	11/11
Germany (East)	A B D F I J	10/7	—
Germany (West)	A B C D E F G H I J	6/17	—
Greece	A B C D F G I J	3/25	10/28
Hungary	A C D I J	4/4	11/7
Iceland	A B C D E F I J	6/17	—
Ireland	A B C I J	3/17	—
Italy	A C D H I J	6/2	4/25
Liechtenstein	A B C D E F G H I J	—	1/6; 2/2; 12/8

	International Holidays (See Code Below)	National Holiday	Other Major Holidays with Constant Dates
Luxembourg	A C D E F G H I J	6/23	11/2
Malta	A B D G I	12/13	—
Monaco	A B C D E F G H I	11/20	1/27; 7/14; 11/11; 12/8
Netherlands	A B C E F I J	5/1	—
Norway	A B C D E F I J	5/17	—
Poland	A C D H I J	7/22	6/24
Portugal	A B G H I	4/25	6/10, 13, 24; 10/5; 12/1, 8
Romania	A D	8/23	8/24
Spain	A B C D E F H I	7/18	1/6; 6/24; 7/25; 9/24; 10/12; 12/8
Sweden	A B C D E F H I J	4/30	1/6; 12/8
Switzerland	A B C D E F I J	8/1	1/2
Turkey	A D	10/28-30	4/23; 5/19, 27; 8/30
United Kingdom	A B C I J	—	12/27
USSR	A D	11/7	3/8; 5/2, 9; 10/7; 11/7, 8
Yugoslavia	A D	11/29	1/2; 5/2; 7/4; 11/30

A—New Year's Day**

B—Good Friday (4/13)* (4/20)***

C—Easter Monday (4/16)* (4/23)***

D—May 1st

E—Ascension Day (5/24)

F—Whit Monday (6/4)*

G—Assumption (8/15)

H—All Saint's Day (11/1)

I—Christmas

J—December 26

*These dates are for 1979 and may vary in other years.

Corroboration is suggested in final planning.

**New Year's Day is observed on Jan.2 in some countries.

***Date of observance in Greek Orthodox Church.

Telephoning From Europe...

Your hotel will likely be your business headquarters in Europe. And—the telephone—your only means of “in person” contact with your home base. Therefore, you should consider the types of calls you will be making and the most efficient way of placing them.

INTERNATIONAL DIALING

If, in your case, time is money and you would prefer the capability to dial your home office direct—you can do so from most European countries.

With International Dialing to the U.S., you still have your home office right at your fingertips.

To place a call, simply dial the “access code” for the country *from which* you are calling (shown below); plus the “U.S. country code” (which is always “1”); followed by the desired U.S. Area Code and number.

From	Dial Access Code	From	Dial Access Code
Belgium	00	Monaco	19
Cyprus	00	Netherlands	09*
France	19	Norway	095
Germany, Fed. Rep. of	00	Spain	07*
Greece	00	Sweden	009
Ireland	16	Switzerland	00
Italy	00	United Kingdom	010
Liechtenstein	00	Vatican City	00
Luxembourg	00		

*Await another dial tone

Example: To place a call from France to New York City, N.Y.
you dial: 19 + 1 + 212 + Local Number.

NOTE: As in the U.S. when dialing your own calls from most hotels, first you must dial an 8 or 9 to be connected to a local dialing line.

SAVE MONEY ON CALLS BACK HOME

Telephone rates **from countries overseas** to the U.S. are probably lower than you think. But in many hotels overseas, surcharges are imposed on calls made from your room. These surcharges can be as much as 100% or more. Hotels which have adopted TELEPLAN limit these added charges to reasonable levels. These include ALL Hilton International hotels, ALL hotels in Ireland, Israel and Portugal plus the Trust Houses Forte hotels throughout the United Kingdom.



The list keeps growing, so be sure to inquire about TELEPLAN when you check in at your hotel. If they have it, you are automatically protected. If not, ask the hotel management about its telephone surcharging policy, *before placing your call*. Where it's too high or the management isn't informative, protect yourself from being overcharged. Simply—

Dial your party in the U.S. and have them call you back. When your hotel offers International Dialing either from its rooms or through its switchboard, this technique can save you, and your company, money.

If your hotel is not equipped for international dialing to the U.S., cut your telecommunications costs by: (1) using your U.S. telephone credit card; (2) placing your calls collect; (3) using telephones at post offices or special telephone centers located at railway stations or airports. Remember, credit card calls to the U.S. will not be accepted unless properly placed. Be sure to read the instructions on the back of your card.

Telephone Rates To Europe From The U.S.

(All rates are effective as of March 15, 1979)

Country	DIAL		STATION		PERSON		Special Conditions
	Day	Ngt/Sun	Day	Ngt/Sun	Day	Ngt/Sun	
Andorra	6.00	6.00	6.75	6.75	12.00	12.00	E
Austria	6.00	6.00	6.75	6.75	12.00	12.00	A, C, D
Balearic Isls.	6.00	4.80	6.75	5.10	12.00	9.00	C, D
Belgium	6.00	4.80	6.75	5.10	12.00	9.00	A, C, D
Bulgaria	—	—	9.00	9.00	12.00	12.00	A, B, D
Cyprus	7.80	5.85	9.00	6.75	12.00	9.00	A, C, D, G
Czechoslovakia	—	—	9.00	9.00	12.00	12.00	A, C
Denmark	6.00	4.80	6.75	5.10	12.00	9.00	A, C, D
Finland	6.00	4.80	6.75	5.10	12.00	9.00	A, C, D
France	6.00	6.00	6.75	6.75	12.00	12.00	A, C, D
German Dem. Rep. (East Ger.)	6.00	4.80	6.75	5.10	12.00	9.00	B, D, F
Germany, Fed. Rep. (West Ger.)	6.00	4.80	6.75	5.10	12.00	9.00	B, D, F
Greece	6.00	6.00	6.75	6.75	12.00	12.00	A, C, D
Hungary	—	—	9.00	9.00	12.00	12.00	A, B, D
Iceland	—	—	12.00	12.00	12.00	12.00	A, C
Ireland, Rep. of	4.50	3.60	5.40	4.05	9.60	7.20	A, C, D
Italy	6.00	4.80	6.75	5.10	12.00	9.00	A, C, D
Liechtenstein	6.00	6.00	6.75	6.75	12.00	12.00	A, C, D
Luxembourg	6.00	4.80	6.75	5.10	12.00	9.00	A, C, D
Malta, Rep. of	—	—	12.00	12.00	12.00	12.00	C
Monaco	6.00	6.00	6.75	6.75	12.00	12.00	A, C, D
Netherlands	6.00	4.80	6.75	5.10	12.00	9.00	A, C, D
Norway	6.00	4.80	6.75	5.10	12.00	9.00	A, C, D
Poland, Pple's. Rep. of	—	—	9.00	9.00	12.00	12.00	A, B
Portugal	6.00	4.80	6.75	5.10	12.00	9.00	C, D



Country	DIAL		STATION		PERSON		Special Conditions
	Day	Ngt/Sun	Day	Ngt/Sun	Day	Ngt/Sun	
Romania							
Soc. Rep. of	—	—	9.00	9.00	12.00	12.00	B, D
Spain	6.00	4.80	6.75	5.10	12.00	9.00	A, C, D
Sweden	6.00	4.80	6.75	5.10	12.00	9.00	A, C, D
Switzerland	6.00	6.00	6.75	6.75	12.00	12.00	A, C, D
Turkey	7.80	5.85	9.00	6.75	12.00	9.00	A, C, D, G
U.S.S.R.	—	—	9.00	6.75	12.00	9.00	A, B, D, G
United Kingdom	4.50	3.60	5.40	4.05	9.60	7.20	A, C, D
Yugoslavia	7.80	5.85	9.00	6.75	12.00	9.00	C, G

Special Conditions

A — Telephone Company Credit Cards honored for calls to U.S.

B — Collect Calls accepted to U.S.

C — Collect Calls accepted to and from U.S.

D — Collect Calls accepted only at Person rate

E — Collect Calls not accepted to or from U.S.

F — Reduced rates apply nights only

G — Reduced rates apply Sunday only

All rates shown are for the initial 3 minutes. The charge for each additional minute is as follows: Dial: $\frac{1}{2}$ the initial 3 minute rate; Station & Person: less than $\frac{1}{2}$ the initial 3 minute rate.

The dial rate will apply, where shown, even if your phone is not equipped for international dialing, **provided** special operator assistance is not required.

Rates are categorized as "Day" and "Ngt/Sun." Though the time period for those categories may vary to some countries, the "Day" rate is most often in effect from 5AM-5PM, the "Night" rate from 5PM-5AM. The "Sunday" rate applies all day Sunday (12:01 AM-12 midnight.)

Federal excise tax is added on all calls billed in the U.S.A.

Rates to the U.S. from abroad, are in terms of the local currency and can vary from the rates shown above. However, collect and credit card calls to the U.S. will be billed at U.S. rates.

Note: A temporary 15% discount applies to all overseas calls made from, or billed in, the U.S. This discount will expire on November 14, 1979, unless sooner cancelled, changed or extended.

Annual European Trade Fair Schedule For 1979

For further information and for a complete list of European Trade Fairs, please contact the appropriate National / American Chamber of Commerce or national airline.

Austria

- Mid Jan.—AUTO-ZUM (Service Station Equipment and Parts)—Salzburg
- Early Feb.—TEX-BO Home Furnishing Fair—Wels
- Early March—JIM-ER-ES—Int'l Fashion for Young People and Children—Salzburg
- Early March—MOEBEL—Furniture Show—Vienna
- Early March—Vienna Int'l Fair—Vienna
- Early March—Lederwarren Equisit. Leather Goods and Travel Accessories Show—Vienna
- Mid March—OESMU—Shoe Show—Vienna
- Mid March—ETA—Household and Hardware Items—Vienna
- Mid March—OESFA—International Sporting Goods & Equipment—Salzburg
- Mid March—Security World—Vienna
- Mid March—Int'l Data Processing Congress—Vienna
- Late March—CAMPABOOT—Camping and Boat Show—Tulin
- Early April—Aqua—Therm International Heating, Air Conditioning Equipment and Pollution Control Show—Vienna
- Early April—Internationale Wiener Damenmodewoche. Women's Wearing Apparel Show—Vienna
- Mid April—EUROPACK—Packaging Fair—Wels
- Mid April—International Conveying and Storage Equipment Show—Wels
- Late April—Stationery and Office Supply Show—Vienna
- Mid May—IFABO—Int'l Business Equipment Fair—Vienna
- Mid May—SPIEL—Austrian Toy Exhibit—Vienna
- Early Aug.—Dornbirn Fair—Dornbirn
- Mid Aug.—Forestry Fair—Klagenfurt
- Early Sept.—Agricultural Fair—Wels
- Early Sept.—Jewelry and Watch Exhibit—Vienna
- Mid Sept.—KRANKENHAUS—Hospital Supply Show—Vienna
- Mid Sept.—Vienna Int'l Fall Fair—Vienna
- Mid Sept.—Lederwarren Equisit. Leather Goods and Travel Accessories Show—Vienna
- Mid Sept.—OESFA INTERNATIONAL—Sporting Goods and Equipment—Salzburg
- Mid Sept.—OESMU—Shoe Fair—Vienna
- Mid Sept.—ETA—Household and Hardware Items—Vienna

Late Sept.—Internationale Wiener Damenmodewoche. Women's
Wearing Apparel—Vienna
Late Sept.—Graz Fall Fair—Graz
Mid Oct.—INTERHOGA AUSTRIA—Int'l Motel and Catering
Equipment Show—Vienna
Late Oct.—Oesterreichischer Wohnwagen—Salon. Trailer Show
—Tulin
Late Nov.—AUSTRO BOOT—Boat Show—Vienna

Belgium

Mid Jan.—FLOREX—Brussels
Mid Feb.—HI-FI—Antwerp
Late Feb.—BATIBOUW—Brussels
Mid March—BEL-JOUETS—Brussels
Late March—EQUIPORAMA—Antwerp
Late April—Brussels Int'l Trade Fair—Brussels
Late April—Stationery Trade Show—Brussels
May—COMPEC—Brussels
Late May—Industrial Equipment Show—Brussels
Sept.—Int'l Fair of Flanders—Ghent
Mid Sept.—Baby Show—Brussels
Mid Sept.—VESTIRAMA—Brussels
Oct.—Hardware Show—Brussels
Early Oct.—Food and Domestic Equipment—Brussels
Mid Nov.—Furniture Show—Brussels
Dec.—HORESCA—Brussels
Dec.—Hobby Show—Brussels

Cyprus

May 26-June 10—4th International Fair—Nicosia

Czechoslovakia

Mid Feb.—Salima Food Fair—Brno
Late March—INTERKAMA—Int'l Exhibition of Audio Visual
Technology and Materials—Prague
Late June—Incheba Int'l Chemical Fair—Bratislava
Mid Sept.—Int'l Engineering Fair—Brno
Mid Nov.—Pragotherm Heating and Air Conditioning Fair—Prague

Denmark

Early Jan.—SCANDEFA—Scandinavian Dental Fair—Copenhagen
Mid Feb.—Scandinavian Menswear Fair—Copenhagen
Late Feb.—Scandinavian Building Exhibition—Copenhagen
Mid March—Scandinavian Fashion Week—Copenhagen
Late March—Int'l Food Fair—Copenhagen
Early April—Scandinavian Ironmongery and Hardware Fair—
Copenhagen

Late April—Scandinavian Gold and Silver Fair—Copenhagen
 Early May—Scandinavian Furniture Fair—Copenhagen
 Early May—Equipment for Welfare Institutions and Hospitals Fair—
 Herning
 Late May—Communications Exhibition and Conference—Copenhagen
 Early June—AUTO—TEKNIK—Herning
 Late Aug.—Scandinavian Menswear Fair—Copenhagen
 Late Aug.—Furniture Fair—Herning
 Sept.—Shoe Fair—Copenhagen
 Mid Sept.—Scandinavian Fashion Week—Copenhagen
 Mid Nov.—Copenhagen Int'l Boat Show—Copenhagen

Finland

Mid Feb.—Boat Show—Pleasure Craft—Helsinki
 Mid March—Tourist Promotion Camping and Travel Requisite
 Exhibition—Helsinki
 Mid Sept.—FINNTEC—Machine Tools—Helsinki

France

Mid Jan.—Leather Goods and Luggage Show—Paris
 Mid Jan.—Int'l Pleasure Yachting Exhibition—Paris
 Mid Jan.—Int'l Jewelry, Gold and Silverware, Watches and Clocks,
 Gifts Exhibition—Paris
 Late Jan.—Int'l Records and Music Publishing Market—Cannes
 Early Feb.—Int'l Children's Fashion Show—Paris
 Early Feb.—Int'l Knitwear Industries Show—Paris
 Early Feb.—Int'l Men's Wear Show—Paris
 Early Feb.—Int'l Stationery Exhibition—Paris
 Mid Feb.—Int'l Confectionery, Chocolate, Biscuit Show—Paris
 Mid Feb.—Int'l Toys and Games Show—Paris
 Early March—Int'l Winter Sports Equipment and Accessories Show—
 Grenoble
 Early March—Int'l Houseware Show—Paris
 Early March—Int'l Agriculture Equipment Show—Paris
 Early March—Int'l Agriculture Show—Paris
 Early March—Leisure Power Cultivation and Gardening Show—Paris
 Early March—Int'l Audio Festival—Paris
 Early April—Int'l Tableware and Home Decoration Show—Paris
 Early April—Int'l Electronic Components Show—Paris
 Mid April—Int'l Women's Ready-to-Wear Exhibition—Paris
 Mid April—Int'l Fur Industries Show—Paris
 Late April—Int'l Optical Equipment Exhibition—Oyonnax
 Early May—Int'l Book Festival—Nice
 Early June—Leather Goods and Luggage Show—Paris
 Early June—Exhibition of Wall Coverings and Textiles for Upholstery
 and Draperies—Paris

Mid June—Int'l Carpet and Floor Coverings Show—Paris
 Mid Sept.—Int'l Leather Week—Paris
 Mid Sept.—Int'l Jewelry, Gold and Silverware, Watches, Clocks, Gifts Exhibition—Paris
 Mid Sept.—Int'l Children's Fashion Show—Paris
 Mid Sept.—Int'l Knitwear Industries Show—Paris
 Mid Sept.—Int'l Men's Show—Paris
 Mid Sept.—Int'l Sporting Goods and Outdoor Games Show—Paris
 Late Sept.—Int'l Exhibition of Data Processing Communication and Office Equipment—Paris
 Late Sept.—Int'l Video Communication Show—Cannes
 Late Sept.—Int'l Hardware Show—Paris
 Early Oct.—Int'l Automobile, Cycle and Motorcycle Show—Paris
 Early Oct.—European Market for Furnishing and Professional Furniture Supplies—Grenoble
 Mid Oct.—Int'l Technical Hotel, Restaurant and Institutions Equipment Show—Paris
 Late Oct.—Int'l Women's Ready-to-Wear Exhibition—Paris
 Late Oct.—Do-It-Yourself Exhibition—Paris

German Democratic Republic

Mid March—Leipzig Spring Fair—Leipzig

Germany

Mid Jan.—Home Furnishing Textiles, Floor Coverings and Household Textiles—Frankfurt
 Mid Jan.—German Furniture Fair—Cologne
 Late Jan.—BOAT—Int'l Boat Show—Duesseldorf
 Late Jan.—Int'l Green Week—Berlin
 Late Jan.—ISM—Int'l Sweets and Biscuits Fair—Berlin/Cologne
 Mid Feb.—Int'l Toy Fair—Nuremberg
 Mid Feb.—Int'l Trade Fair for Watches, Clocks, Jewelry, Precious Gems, Silverware, Manufacturing Equipment—Munich
 Mid Feb.—Int'l Housewares Fair—Berlin/Cologne
 Late Feb.—Int'l Hardware Fair—Tools, Locks and Fittings, Do-It-Yourself Supplies—Berlin/Cologne
 Late Feb.—ISPO—Int'l Sports Equipment Fair—Munich
 Late Feb.—Int'l Leather Goods Fair—Offenbach
 Late Feb.—Int'l Men's Fashion Week—Berlin/Cologne
 Late Feb.—Frankfurt Int'l Fair—Frankfurt
 Late Feb.—Int'l Trade Fair for Musical Instruments—Frankfurt
 Early March—International Leather Goods Fair—Offenbach
 Early March—Int'l Tourism Exchange—Berlin
 Mid March—Int'l Trade Fair, Young People and Children—Berlin
 Mid March—INTERNORGA—Int'l Fair for the Hotel, Catering and Bakery Trades—Hamburg
 Mid March—IGEDO—Int'l Fashion Trade Fair—Duesseldorf

Mid March—IHM—Int'l Light Industries and Handicrafts Fair—
 Munich
 Late March—Int'l Footwear Fair—Duesseldorf
 Late March—Didacta—Duesseldorf
 Early April—Int'l Fur Trade Fair—Frankfurt
 Early April—Int'l Fashion Fair—Munich
 Mid April—BERLINER INTERCHIC—Berlin
 Mid April—IWA—Int'l Trade Fair for Hunting and Sporting Arms—
 Nuremberg
 Late April—Hanover Fair—Hanover
 Late April—IGEDO—Int'l Fashion Trade Fair—Duesseldorf
 Late April—OPTICA—Int'l Fair for Ophthalmic Optics—Offenbach
 Late May—INTERSTOFF—Trade Fair for Clothing Textiles—Frankfurt
 Late Aug.—Int'l Leather Goods Fair—Offenbach
 Late Aug.—Int'l Men's Fashion Week—Berlin / Cologne
 Late Aug.—Frankfurt Int'l Fair—Frankfurt
 Late Aug.—Overseas Import Fair—Berlin
 Mid Sept.—IGEDO—Int'l Fashion Trade Fair—Duesseldorf
 Late Sept.—Int'l Footwear Fair—Duesseldorf
 Late Sept.—SPOGA—Int'l Fair for Sporting Goods, Camping
 Equipment and Garden Furniture—Berlin / Cologne
 Early Oct.—Int'l Fashion Fair—Munich
 Mid Oct.—BERLINER INTERCHIC—Berlin
 Mid Oct.—German Int'l Boat Show—Hamburg
 Mid Oct.—Frankfurt Book Fair—Frankfurt
 Late Oct.—IGEDO—Int'l Fashion Trade Fair—Duesseldorf
 Late Nov.—INTERSTOFF—Trade Fair for Clothing Textiles—Frankfurt
 Late Nov.—MEDICA—Int'l Congress and Trade Fair—Duesseldorf

Greece

Early April—DETROP—Foods, Beverages and Equipment—
 Thessaloniki
 Late May—MARMIN—Marble, Minerals, Building Materials and
 Machinery—Thessaloniki
 Mid June—Int'l Hellenic Fashion Fair—Athens
 Mid Sept.—Thessaloniki Fair—Thessaloniki
 Mid Nov.—INDEX—Mechanical Equipment—Athens
 Mid Dec.—Int'l Hellenic Fashion Fair—Athens

Hungary

Mid May—Budapest Int'l Spring Fair—Budapest
 Late Sept.—Budapest Int'l Fall Fair—Budapest

Italy

Mid Jan.—Int'l Show of Goldsmith's Products, Jewelry and Silverware
 —Vicenza

Late Jan.—CART—Int'l Stationery Show—Milan
 Late Jan.—Int'l Toy Show—Milan
 Late Jan.—EXPOSUD HOTEL—Int'l Hotel and Allied Industry Tourist
 Equipment Exhibition—Naples
 Late Jan.—PITTI BIMBO—Children's Fashion Wear—Florence
 Early Feb.—Int'l Ceramics, Chinaware and Glassware Show—Vicenza
 Early Feb.—MAIT—Knitwear—Florence
 Early Feb.—SAMOTER—Int'l Earth Moving and Building and
 Construction Machinery Exhibition—Verona
 Mid Feb.—INTEL—Int'l Electronics Exhibition—Milan
 Mid Feb.—PITTI UOMO—Men's Fashion Wear—Florence
 Mid Feb.—Modamaglia—Modaintima—Bologna
 Mid Feb.—MACEF—Int'l Exhibition of Houseware, Glassware,
 Ceramics, Silverware, Giftware, Hardware and Tools—Milan
 Mid Feb.—Int'l Hotel Catering Exhibition and Mart—Rimini
 Late Feb.—EXPO—VACANZE—Int'l Vacation and Travel Show—Turin
 Early March—Int'l Heating, Air Conditioning, Refrigeration, Plumbing
 and Sanitary Equipment Exhibition—Milan
 Early March—Modacalzature—Footwear Fashion—Bologna
 Mid March—Int'l Electronic, Nuclear, Television and Radio, Motion
 Picture Exhibition—Rome
 Mid March—Int'l Agricultural and Livestock Fair and Farm
 Machinery Exhibition—Verona
 Early April—SUDPEL—Int'l Leather Goods Fair—Naples
 Early April—Children's Book Fair—Bologna
 Early April—Export Levante—Bari
 Mid April—AUREA TRADE—Goldsmith's Handicraft—Florence
 Late April—Int'l Arts and Crafts Exhibition—Florence
 Late April—Int'l Samples Fair—Milan
 Late April—COSMOPROF—Int'l Cosmetics and Perfumery—Bologna
 Late April—SIBA—Int'l Show of Buttons, Raw Materials, Machinery
 and Allied Products—Piacenza
 Early May—MIDO—Int'l Optics, Optometry and Ophthalmology
 Exhibition—Milan
 Mid May—Star Int'l Carpets and Furnishings Fabrics Show—Milan
 Mid May—MIAD—Int'l Confectionery Show—Turin
 Late May—MOBILEVANTE—Int'l Fair of Furniture and Interior
 Decoration—Bari
 Late May—SIR—Int'l Watch and Jewelry Exhibition—Naples
 Late May—Int'l Samples Fair—Palermo
 Early June—SIA—Food Products Exhibition—Bologna
 Mid June—Int'l Samples Fair—Trieste
 Late June—Int'l Housing Fair, Interior Decoration, Clothing, Food—
 Naples
 Early Sept.—PITTI BIMBO—Children's Fashion Wear—Florence
 Early Sept.—Exhibition of Footwear, Handbags, Leather Goods,
 Leather Clothing and Accessories—Florence

Mid Sept.—Flower Techniques and Hobby Show—Padua
 Mid Sept.—MACEF—Int'l Exhibition of Houseware, Glassware,
 Ceramics, Silverware, Giftware, Hardware and Tools—Milan
 Mid Sept.—SUDPEL—Int'l Leather Goods Fair—Naples
 Mid Sept.—SIM—Int'l Music and High Fidelity Show—Milan
 Mid Sept.—SMAU—Int'l Office Machinery, Furniture and Equipment
 Show—Milan
 Mid Sept.—PITTI UOMO—Men's Fashion Wear—Florence
 Mid Sept.—Modamaglia—Modaintima—Knitwear, Underwear—
 Bologna
 Mid Sept.—CARAVAN EUROPA—Int'l Exhibition of Trailers and
 Accessories—Turin
 Late Sept.—EUROCARNE—Int'l Show of Technology for Meat
 Processing—Verona
 Late Sept.—Int'l Show of Gemmology, Mineralogy, Paleontology,
 Machinery and Equipment for Precious Stones—Vicenza
 Late Sept.—MOTAGNA—Int'l Mountain Show—Turin
 Mid Oct.—SAIE—Int'l Exhibition of Building Industrialization—
 Bologna
 Mid Oct.—RIC-MAC—Int'l Chemical Show—Milan
 Late Oct.—RAI/TV—Florence
 Late Oct.—Int'l Show of Commerce and Tourism Facilities and
 Equipment—Milan
 Late Oct.—SIPRAL—Int'l Food Products Show—Milan
 Late Oct.—TECNICA—Int'l Technical Show—Turin
 Mid Nov.—EIMA—Int'l Exhibition of Agricultural and Farm
 Machinery—Bologna
 Early Dec.—Int'l Expo of Hotel Equipment and Furniture—Rimini

Luxembourg

Late Feb.—15th European salon for camping, garden, sports, leisure
 equipment (EUROPLEINAIR)—Luxembourg
 Mid May—34th (Spring) Luxembourg International Fair—Food products,
 beverages, household goods, leisure equipment—Kirchberg
 Early Oct.—35th (Autumn) Luxembourg International Fair—Home and office
 furnishings, furniture, industrial equipment—Kirchberg
 Early Nov.—European Trade Fair, for furnishings and equipment of financial
 institutions (Bank '79)—Luxembourg

Malta

July 1-15—23rd Malta International Fair—Naxxar

Netherlands

Mid Jan.—HORECAVA—Int'l Hotel, Restaurant and Institutional
 Equipment Exhibition—Amsterdam
 Late Jan.—KARWEI—Do-It-Yourself Exhibition—Utrecht



Late Jan.—KREATIEF—Exhibition of Material and Equipment for
Leisure Activities—Utrecht
Late Jan.—Vakantie—Holiday Exhibition—Utrecht
Mid Feb.—PERSONENAUTO—Exhibition of Passenger Vehicles—
Amsterdam
Early March—Spring Fair, Consumer Goods—Utrecht
Mid March—HISWA—Int'l Boat Show—Amsterdam
Late March—AUTOVAK—Garage, Equipment, Tools, Auto Parts,
Accessories—Amsterdam
Mid April—HUISHOUBEURS—Int'l Household Fair—Amsterdam
Early Sept.—Autumn Fair, Consumer Goods—Utrecht
Mid Nov.—EUROPORT—Int'l Maritime Exhibition—Amsterdam
Mid Dec.—Int'l Caravan Show—Amsterdam

Norway

Late March—The Sea For All—Int'l Boat and Motor Show—Oslo

Portugal

Mid Feb.—FILGRAFICA—FILESCOLA—Printing, Books, Educational
Material—Lisbon
Late March—FILTEL—Tourism, Hotel and Sports—Lisbon
Mid April—MODA OUTONO/INVERNO—Ready-to-Wear and Shoes—
Lisbon
June—Agricultural Fair—Braga
June—Agricultural Fair—Santarem
Early June—Int'l Fair—Lisbon
July—AGROVOUGA—Agriculture, Cattle Breeding—Aveiro
Sept.—St. Mathews Show, Handicrafts—Vizeu
Oct.—Agricultural Show—Tomar

Sweden

Mid Jan.—Scandinavian Lighting Fair—Goteborg
Mid Jan.—Motorcycle Fair—Stockholm
Late Jan.—Int'l Boat Show—Malmo
Early Feb.—Int'l Swedish Boat Show—Goteborg
Late Feb.—SYDEXPO—Racing and Sports Cars and Equipment—
Malmo
Late Feb.—Stockholm Int'l Boat Show—Stockholm
Mid March—Int'l Shoe Trade Fair—Stockholm
Late March—Fashion Fair—Stockholm
Late April—ISM—Industrial Goods Exhibition—Goteborg
Early May—Import Furniture Fair—Malmo
Mid Aug.—Int'l Scania Trade Fair—Malmo
Late Aug.—Int'l Consumer Goods Fair—Stockholm
Mid Sept.—Consumer Goods Fair—Goteborg
Mid. Sept.—Int'l Shoe Trade Fair—Stockholm

Mid Sept.—Fashion Fair—Stockholm
Mid Sept.—Floating Boat Show—Goteborg
Mid Oct.—Stockholm Technical Fair—Stockholm
Mid Nov.—Dental Fair—Stockholm
Late Nov.—Annual General Meeting of Medical Science with
Trade Fair—Stockholm

Switzerland

Early Feb.—Int'l Boat and Leisure Show—Geneva
Late Feb.—Int'l Travel and Vacation Show—Lausanne
Early March—Int'l Motor Show—Geneva
Early April—SWISSPO—Swiss Buyers' Week for Winter Sports
Articles and Clothing—Zurich
Mid April—Swiss Industries Fair and European Watch, Clock and
Jewelry Fair—Basel
Late April—Int'l Direct Marketing and Mail Order Symposium and
Merchandise Service and Idea Exchange Exhibition—Montreux
Early May—KID—Int'l Exhibition of Toys, Sporting Goods, Complete
Range of Clothing for Infants and Children—Lausanne
Late May—SITEV—Int'l Exhibition for Suppliers of Components to
the Motor Vehicle Industry—Geneva
Mid June—COMPUTER—Local Exhibition of Computers, Computer
Accessories and Peripherals—Lausanne
Mid—June—Int'l Microcomputers, Minicomputers, Microprocessors,
Exhibition—Geneva
Late Aug.—FERA—Radio and Television Exhibition—Zurich
Mid Sept.—SEMICON EUROPA—Specialized Trade Fair and
Conference on Semi-Conductors, Production Machinery, and
Materials—Zurich
Mid Sept.—SAMA INTERNATIONAL—Int'l Exhibition and Conference
for Miniaturized Automation, Instruments for the Watch Industry
—Bern
Mid Oct.—BESPO—Fair for Summer Sports Equipment and Leisure
Wear—Bern
Late Nov.—Int'l Exhibition of Inventions and New Techniques—
Geneva

United Kingdom

Early Jan.—London Int'l Boat Show—London
Early Jan.—Int'l Toy Fair Exhibition—Harrogate
Mid Jan.—Int'l Furniture Show—Birmingham
Early Feb.—Int'l Spring Fair—Birmingham
Mid Feb.—All Electronic Show—London
Mid. Feb.—Int'l Men's and Boys' Wear Exhibition—London
Late Feb.—"British Growers Look Ahead"—National Conference
and Exhibition—Harrogate

Mid March—LABEX—Int'l Laboratory Apparatus and Materials—
 Birmingham
 Mid March—Junior Fashion Fair—London
 Late March—Engineering Inspection and Quality Control Exhibition—
 Birmingham
 Early April—Information Handling and Management Exhibition—
 London
 Mid April—London Fashion Exhibition—London
 Mid April—Leatherwear Int'l—London
 Late April—AUTOQUIP—London
 Late April—Int'l Fire, Security and Safety Exhibition—London
 Mid May—Int'l Domestic Electrical Appliances Exhibition—Birmingham
 Mid May—Int'l Repographics and Drawing Office Exhibition—London
 Mid June—Int'l Contract Furnishing and Interior Design Exhibition—
 Birmingham
 Late June—Transducer Exhibition—London
 Late June—Temperature Measurements and Control Exhibition—
 London
 Early July—Royal Show, Agricultural Show—Kenilworth
 Early Sept.—Int'l Watch and Jewelry Trade Fair—London
 Mid Oct.—Junior Fashion Fair—London
 Mid Oct.—London Fashion Exhibition—London
 Mid Nov.—Int'l Kitchen and Bathroom Show—London
 Mid Nov.—Int'l Domestic and Contract Textiles Exhibition—
 Birmingham
 Early Dec.—Int'l Plant Engineering and Maintenance Exhibition—
 Birmingham
 Early Dec.—Int'l Design Engineering Show—Birmingham
 Early Dec.—Royal Smithfield Show—London

Yugoslavia

Mid Feb.—Int'l Exhibition of Teaching Aids and School Equipment—
 Ljubljana

HELPFUL HINTS

Business Cards are an asset. In addition to English, they could be imprinted (on the reverse side) in the language of the country with which you are conducting business.

Secretarial Help. If you should need the services of an English-speaking secretary while you are traveling in Europe, the U.S. Department of Commerce International Marketing Centers can help you locate one. There are International Marketing Centers in the following European cities: Cologne, London, Milan, Paris, Stockholm, and Vienna. Some airline ticket offices can also be helpful.

Clothing Sizes

LADIES

Dresses, Coats, Skirts / Jr. Sizes

American	7	9	11	13	15
British	9	11	13	15	17
Continental	36	38	40	42	44

Misses Sizes

8	10	12	14	16	18
10	12	14	16	18	20
38	40	42	44	46	48

Blouses, Sweaters

American	10	12	14	16	18	20
British	32	34	36	38	40	42
Continental	38	40	42	44	46	48

Stockings

8	8½	9	9½	10	10½
8	8½	9	9½	10	10½
0	1	2	3	4	5

Shoes

American	4½	5	5½	6	6½	7	7½	8	8½	9	9½	10
British	3	3½	4	4½	5	5½	6	6½	7	7½	8	8½
Continental	35½	36	36½	37	37½	38	38½	39	39½	40	40½	41

CHILDREN

American	3	4	5	6	6X
British	18	20	22	24	26
Continental	98	104	110	116	122

(For older children, sizes usually correspond with their ages)

Shoes

American	8	9	10	11	12	13	1	2	3
British	7	8	9	10	11	12	13	1	2
Continental	24	25	27	28	29	30	32	33	34

MEN

Suits

American	34	36	38	40	42	44	46	48
British	34	36	38	40	42	44	46	48
Continental	44	46	48	50	52	54	56	58

Shirts

American	14½	15	15½	16	16½	17	17½	18
British	14½	15	15½	16	16½	17	17½	18
Continental	37	38	39	41	42	43	44	45

Hats

American	6¾	6⅞	7	7⅛	7¼	7⅜	7½	7⅝
British	6⅝	6¾	6⅞	7	7⅛	7¼	7⅜	7½
Continental	54	55	56	57	58	59	60	61

Shoes

American	7	8	9	10	11	12	13
British	6	7	8	9	10	11	12
Continental	39½	41	42	43	44½	46	47

Gloves (Men & Women) American, British and Continental sizes are the same. Size equivalents shown above are approximate. Sizes may vary according to style.

Getting Around In Europe...

Transportation

Once in Europe, you'll find that public transportation (buses and trains) is far more widely used than in the United States. Urban and inter-urban bus travel in Europe is excellent so you may want to consider this means of transportation rather than taxis.

Between cities you'll find your European business counterparts are apt to use the reliable and well-run European trains. They are convenient and comfortable for short hops.



Or, if your trip will entail a great deal of moving around from city to city and country to country, you may want the convenience of using your own rental automobile. While you can certainly make all the necessary arrangements after your arrival in Europe, you'll save time and probably find it easier to make the arrangements before you leave the United States. Any of the major rental offices will handle the details of a rental car for your trip abroad and can also give you useful information about any special requirements and documentation you will need for driving in Europe.

Car Rentals/Driving

Rental cars are available from major rental companies in all countries. For Liechtenstein, reserve in Zurich, Switzerland. For Monaco, reserve in Nice, France.

All countries of Western and Central Europe accept a valid driver's license from any state in the U.S. An International Driving Permit (in addition to local license) is required in Greece, Spain, Turkey and Eastern European countries: Bulgaria, Czechoslovakia, East Germany, Hungary, Poland, Romania, and the U.S.S.R.

Drive on the right hand side of the road in all countries except the United Kingdom and Ireland.

Road Signs

▲ Warning signs ● Regulative signs ■ Informative signs

Colors may vary from country to country, but are usually red and black on a white background. Shaded areas indicate blue.



No entry



Road closed



No U-turns



Use of horns prohibited



No entry — motorcars



No entry — mopeds



No entry — bicycles



No entry — all motor vehicles



No overtaking



End of no overtaking



Maximum speed limit



End of speed limit



End of all restrictions



Halt sign



Priority to oncoming vehicles



No entry pedestrian



No stopping



No parking



Customs



Direction obligatory



Priority road



Parking



Telephone



End of priority road



Hospital



First-aid station



Mechanical help



One-way traffic



Traffic signals ahead



Round-about



Give way



Other dangers



Dangerous bend



Opening bridge



Cross roads



Merging traffic



Road narrows



Slippery road



Pedestrians



Children



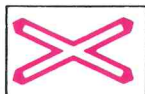
Road work



Dangerous descent



Animals



Danger Train

GOOD BUSINESS MANNERS FOR THE TRAVELER IN EUROPE...

The experienced American traveler in Europe always keeps in mind that his European counterparts are much more formal and conventional in their behavior and language (in spite of any superficial indications to the contrary). Europeans tend to practice the kind of polite behavior that our parents and grandparents used to exhibit before it gave way to the casualness and familiarity that characterizes social and business behavior in America today.

Most Europeans are aware that we Americans are friendly and informal, but it is wise to moderate these qualities when in Europe. Over there, we are foreigners and their guests, and too much friendliness and familiarity may be misunderstood as a lack of respect.

In keeping with European conventions, it is desirable to wear formal business attire to all meetings with business executives or government officials. All appointments should be made in advance.

Titles and degrees are very important to Europeans and are normally used in addressing them, instead of the less formal "Mr." (or its local equivalent). First names are almost never used, except by very close acquaintances, and certainly not at the time of first meeting, as in the U.S. European formality extends to the practice of shaking hands, which is almost a ritual for everyone at the beginning and end of a meeting or social gathering.

Converse, if you can, in the local language, even if you are not entirely fluent in it. Be sure, however, to use the polite and formal forms of ad-

dress and avoid familiar verbs and pronouns. (These are reserved for intimate friends and relatives, servants and children). Remember to speak of the "British" when in the United Kingdom and farther East it is the Soviet Union, not Russia.

Polite, "small talk" is best limited to topics such as weather. Avoid politics, religion, or anything personal. Don't expect all Europeans to appreciate American humor. And avoid touching anyone except to shake hands.

Some executives in Italy and Spain keep irregular hours. Lunch in Spain is usually taken no earlier than 2:30 and dinner is served at 10:00 or 11:00 P.M.

Business entertaining at lunch or dinner is at its heartiest in Turkey and Holland.

Your likelihood of being entertained at an executive's home varies from country to country, but if it should happen, it is usually appropriate to bring or send flowers (an odd number) to your host's wife.

If you are ever in doubt about the right thing to do, ask your host, (or, if you have the time, call the Commercial Attache at the nearest U.S. Consulate or Embassy). Showing your host that you want to do the right thing can compensate for any mistakes or omissions you may make.

As you are planning your trip, before leaving the U.S., you may find it useful to talk to an area Trade Specialist at one of the District Offices of the U.S. Department of Commerce. The largest office is at 26 Federal Plaza in New York City and there are 42 others in major cities across the country.

Translation Of Useful Words

ENGLISH

Greetings

Good morning
Good evening
Good night
Good-bye
How are you?
Very well
Thank you
You are welcome

General Conversation

Do you speak English?
Your name?
I do not understand
Yes/No
Excuse me
Please
Do you understand?
Can you assist me?

People/Business

Attorney
Banker
Commercial (Rep.)
Engineer
Export agent
Governor
Import agent
Manager
Market
Mayor
Official (Government)
Proprietor
Representative
Secretary

Time

Evening
Midnight
Night
Noon
Today
Tomorrow
What time is it?

FRENCH

Formules de politesse

Bonjour
Bonsoir
Bonne nuit
Au revoir
Comment allez-vous?
Très bien
Merci
Il n'y a pas de quoi

Conversation générale

Parlez-vous anglais?
Votre nom?
Je ne comprends pas
Oui/Non
Excusez-moi
S'il vous plaît
Comprenez-vous?
Pouvez-vous m'aider?

Gens/Affaires

Avocat
Banquier
Agent de commerce
Ingénieur
Agent d'exportation
Gouverneur
Agent d'importation
Gérant
Marché
Maire
Fonctionnaire
Propriétaire
Représentant
Secrétaire

Temps

Soir
Minuit
Nuit
Midi
Aujourd'hui
Demain
Quelle heure est-il?

GERMAN

Begrüßung

Guten Morgen
Guten Abend
Gute Nacht
Auf Wiedersehen
Wie geht es Ihnen?
Sehr gut
Danke
Gern geschehen

Redewendungen

Sprechen sie englisch
Ihr Name?
Ich verstehe nicht
Ja/Nein
Entschuldigen Sie
Bitte
Verstehen Sie?
Können Sie mir helfen

Menschen/Berufe

Rechtsanwalt
Bankier
Handelsvertreter
Ingenieur
Exporteur
Gouverneur
Importeur
Geschäftsführer
Markt
Bürgermeister
Beamter
Besitzer
Vertreter
Sekretärin

Zeit

Abend
Mitternacht
Nacht
Mittag
Heute
Morgen
Wieviel Uhr ist es

SPANISH

Saludos

Buenos días
Buenas tardes
Buenas noches
Adiós
¿Cómo está usted?
Muy bien
Gracias
De nada

Conversación general

¿Habla usted inglés?
¿Cómo se llama usted?
No entiendo
Sí/No
Dispénsame
Por favor
¿Me entiende?
¿Puede ayudarme?

Gente/Ocupaciones

Abogado
Banquero
Agente de comercio
Ingeniero
Agente exportador
Gobernador
Agente importador
Gerente
Mercado
Alcalde
Funcionario
Propietario
Representante
Secretaria

Tiempo

Tarde
Medianoche
Noche
Mediodía
Hoy
Mañana
¿Qué hora es?

ITALIAN

Saluti

Buon giorno
Buona sera
Buona notte
Arrivederci
Come sta?
Benissimo
Grazie
Prego

Conversazione

Lei parla inglese?
Il Suo nome?
Non capisco
Sì/No
Scusi
Per piacere
Capisce?
Può aiutarmi?

Persone/Affari

Avvocato
Banchiere
Agente di commercio
Ingegnere
Agente esportatore
Governatore
Agente importatore
Direttore
Mercato
Sindaco
Funzionario
Proprietario
Rappresentante
Segreteria

Tempo

Sera
Mezzanotte
Notte
Mezzogiorno
Oggi
Domani
Che ora è?

SWEDISH

Hälsningar

God morgon
God afton
God natt
Adjö
Hur står det till?
Mycket bra
Tack
Ingen orsak

Allmän konversation

Talar Ni engelska?
Ert namn?
Jag förstår inte
Ja/Nej
Ursäkta
Var så god
Förstår Ni?
Kan Ni hjälpa mig?

Folk/Affärer

Advokat
Bankman
Handelsrepresentant
Ingenjör
Exportagent
Landshövding
Importagent
Direktör
Marknad
Borgmästare
Ambetsman
Agare
Representant
Sekreterare

Tid

Kväll
Midnatt
Natt
Mitt på dagen
I dag
I morgon
Vad är klockan?

ENGLISH**Money**

Bank
Change (money)
Check (note)
Credit card
Travelers check

Communications

Air Mail
Letter (registered)
Post Office
Postage stamp
Telegram (cable)
Telephone
Telex

Travel

Airport
Boat
Bus
Car rental
Flat tire
Garage
Gasoline/petrol
How far?
Mechanic
Service station
Station (railroad)
Train
Travel agent
Travel ticket
Truck/Lorry

Health

Dentist
Doctor
Hospital
Pharmacy
Sick

Miscellaneous

Children
Church
Gentlemen
Hotel
Ladies
Laundry/Dry Cleaning
Theater
Toilet (lavatory)

FRENCH**Argent**

Banque
Change (devises)
Chèque (traite)
Carte de crédit
Chèque de voyage

Communications

Par avion
Lettre (recommandée)
Bureau de Poste
Timbre-poste
Télégramme
Téléphone
Télex

Voyage

Aéroport
Bateau
Autobus
Location de voitures
Pneu à plat
Garage
Essence
A quelle distance?
Mécanicien
Station service
Gare
Train
Agent de voyage
Billet de voyage
Camion

Santé

Dentiste
Docteur
Hôpital
Pharmacie
Malade

Divers

Enfants
Eglise
Messieurs/Hommes
Hôtel
Dames
Blanchissage
Théâtre
Toilettes (W.C.)

GERMAN**Geld**

Bank
Geldwechsel
Scheck (Bankschec)
Kreditkarte
Reisecheck

Kommunikation

Luftpost
Einschreibebrief
Postamt
Briefmarke
Telegramm
Telefon
Fernschreiber

Reisen

Flughafen
Boot
Autobus
Autovermietung
Reifenpanne
Garage
Benzin
Wie weit?
Mechaniker
Tankstelle
Bahnhof
Zug
Reisebüro
Fahrkarte
Lastwagen/Laster

Gesundheit

Zahnarzt
Arzt
Krankenhaus
Apotheke
Krank

Verschiedenes

Kinder
Kirche
Herren
Hotel
Damen
Wäscherei/Reinigung
Theater
Toilette (Waschraum)

SPANISH

Dinero

Banco
Cambio (de dinero)
Cheque (giro)
Tarjeta de crédito
Cheque de viajero

Comunicaciones

Vía aérea
Carta (certificada)
Oficina de Correos
Sello de correo
Telegrama (cable)
Teléfono
Télex

Viajes

Aeropuerto
Barco
Autobús
Alquiler de autos
Neumático reventado
Garaje
Gasolina/bencina
¿A qué distancia?
Mecánico
Estación de servicio
Estación (de trenes)
Tren
Agente de viajes
Billete
Camión

Salud

Dentista
Doctor/Médico
Hospital
Farmacia
Enfermo/enferma

Varios

Niños
Iglesia
Señores/caballeros
Hotel
Señoras/damas
Limpieza de ropa
Teatro
Excusado/servicios

ITALIAN

Denaro

Banca
Cambiare (denaro)
Assegno (tratta)
Carta di credito
Travelers check

Comunicazioni

Posta aerea
Raccomandata
Ufficio postale
Francobollo
Telegramma
Telefono
Telex

Viaggio

Aeroporto
Nave
Autobus
Autonoleggio
Gomma a terra
Garage
Benzina
Quant'è lontano?
Meccanico
Stazione di servizio
Stazione (ferroviaria)
Treno
Agente di viaggio
Biglietto di viaggio
Camion

Salute

Dentista
Medico
Ospedale
Farmacia
Ammalato

Varie

Bambini
Chiesa
Signori
Albergo
Signore
Lavanderia
Teatro
Toilette (gabinetto)

SWEDISH

Pengar

Bank
Växling (pengar)
Check (växel)
Kreditkort
Resecheck

Post/telefon

Flygpost
Brev (rekommenderat)
Postkontor
Frimärke
Telegram
Telefon
Telex

Resor

Flygplats
Bat
Buss
Biluthyrning
Punktering
Garage
Bensin
Hur langt?
Mekaniker
Bilverkstad
Station (järnväg)
Tag
Resebyråtjänsteman
Biljett
Lastbil

Hälsa

Tandläkare
Läkare/doktor
Sjukhus
Apotek
Sjuk

Diverse

Barn
Kyrka
Herrar
Hotell
Damer
Tvätt/Kem. tvätt
Teater
Toalett

Some Travel Tips...

Documents

A valid U.S. passport is a must. Remember, when traveling, always carry your passport with you—*never pack it in your luggage*. Do not surrender it except to authorized immigration authorities and, when required to do so, to hotel receptionists.

Many countries also require your passport to carry a visa stamp before you may enter. These stamps are issued for a small fee by the Embassies and Consulates for the countries concerned—check with the Consulate, Embassy, your airline or travel agent to find out which visas you require. Under World Health Organization Regulations many countries require visitors to have been vaccinated against smallpox, cholera and yellow fever. Typhus and Typhoid-paratyphoid inoculations are not required under WHO Regulations but in some countries they are advisable. If you are in any doubt about vaccination procedures, this information is available from the Consulate or Embassy of the country concerned. Your airline or travel agent will gladly assist you also. Make sure you have all your necessary documentation in order long before departure date.

Insurance on personal effects is a prudent and reasonable investment for the traveler. So, too, is medical insurance, especially if you have a health problem. (See *Health*.)

Packing Tips

Here are a few suggestions which may be helpful in planning and packing your wardrobe.

Pack clothes that will be comfortable. Plan on drip-dry and wrinkle-free fabrics. (Tissue dividers help prevent wrinkling). Tuck in lots of accessories that can transform a basic outfit to suit the occasion. We strongly recommend that you do not bring along valuable jewelry. Shorts or flashy sportshirts are not popular in cities. In packing toiletry, use unbreakable plastic bottles. Pack film in your flight bag as customs x-rays can ruin it. Take along duplicate keys for your suitcase. A small, collapsible umbrella is highly recommended—as are a needle and thread for those inevitable emergencies. And for convenience, the best place for your toothbrush and toothpaste is your handbag or attache case. What you bring depends on personal preference and itinerary, but observe these simple guidelines and local customs, and use common sense as your best guide!

Electric Current

Generally, throughout Europe and the Mediterranean the standard electric current is 220 volt/50 cycle with European type plugs and outlets. So, if you must carry electrical appliances with you be sure to take along a lightweight all purpose transformer and plug adaptor.

Health

If your health requires it, in addition to prescription sunglasses, bring along enough prescribed medicine to last throughout your trip (if your brand is not available along the way). And have your doctor provide a list of any other prescriptions you may need to have filled while traveling.

The traveler who may be anxious about a health problem might consider the service offered by Intermedic, which enables its members to obtain care from qualified, English-speaking physicians. A directory, printed by Intermedic, lists some 300 participating doctors in 170 cities in 89 countries, with their day and night telephone numbers.

The organization assures its members that fees will be maintained at reasonable levels. Membership in Intermedic can be arranged through its headquarters (777 Third Avenue, New York, N.Y. 10017) or through travel agents.

Once you touch down, you will naturally be eager to start doing everything you've planned. But give yourself a better start by relaxing first.

A warm bath and a nap are just the thing to tone you up again after a long jet flight.

Tipping

You have no *obligation* to tip for any service, and you should never tip for an unsatisfactory one. At the same time, tipping overseas is customary for some people, as it is at home. The following guidelines may help you to determine "who, when and how much," but the final decisions are all yours.

1. Tipping is not necessary where price includes the cost of the service, such as:

- Baggage transfer at the airport, station or in the hotel.
- Meal service, where the meal is included and taken at the specified locations.
- Hotel maid service (unless you make extra or

special requests for services not normally provided).

2. In areas of the world where tipping is discouraged, it is wise to check for tipping practices in each country you visit.

3. Tips are appropriate (and usually expected) for the following:

- Taxis: 10-15% of the fare.
- Restaurants (when dining independently) or night clubs: 10-15% of the bill, unless "service charges" have been added automatically to the check (which frequently happens, especially in Europe). Ask if you're not sure. If you're billed for "service," any extra is up to you—never more than 5%.
- Local driver or guide: At the end of the day, a nominal gratuity, such as \$1.00 is appreciated.
- Special hotel services, such as Room Service, Valet, Concierge, Bar, etc.: 25¢ to 50¢ is sufficient depending on the situation and the service.
- Hairdressers: 10-20%.
- Ushers, washroom attendants, etc., 25¢ is typical.

Overall, just think of any tip as your "thank you." The time and amount will then come easy.

United States Customs

Even though you will be traveling in Europe on business you may still want to make some local purchases for yourself or as gifts. Therefore, you should be familiar with U.S. Customs regulations, which have been revised recently in ways that are generally favorable to the returning traveler.

For example, if you are a U.S. resident you may now bring home \$300 worth of duty-free purchases (retail value)—three times the previous amount—provided that you have been outside the U.S. for 48 hours and the goods are for personal use or gifts.

Any articles you bring with you in excess of your personal exemption, up to \$600, will be assessed at a flat duty of 10%. At \$900, you start paying duty that varies by category of goods.

Gift parcels with a value of \$25 or less may now be sent duty-free to friends or relatives, but no more than one per day to the same person. Packages should be marked "Unsolicited gift—value under \$25".

Even if you cannot claim a personal exemption because you used it in the preceding 30 days or were out of the country for less than 48 hours, you may now bring in \$25 worth of articles for personal or household use.

Meats, fruits, vegetables, plants and plant products will be impounded and destroyed by U.S. Customs unless accompanied by an import license. Similar restrictions apply to furs and pelts of "endangered species".

For more detailed information on Customs regulations and procedures call or write the nearest District Director of Customs for the booklet on customs hints for returning U.S. residents, "Know Before You Go."

Metric Conversions

WEIGHT

1 gram	0.04 ounce
1 kilogram	2.20 pounds
1 stone (Brit.)	14 pounds
1 ounce	28.35 grams
1 pound	0.45 kilograms
1 ton	0.91 metric tons
1 metric ton	1.10 tons

LIQUID

U.S.A.	
pint	= 0.47 liter
quart	= 0.95 liter
gallon	= 3.79 liters

U.S.A.	
1 liter	= 2.11 pints
1 liter	= 1.06 quarts
1 liter	= 0.26 gallons

LENGTH

1 inch	25.4 mm
1 inch	2.54 cm
1 foot	0.30 m
1 yard	0.91 m
1 mile	1.61 km
1 rod (16.5 ft.)	5.02 m
1 millimeter (mm)	.039 in
1 centimeter (cm)	.39 in
1 meter (m)	3.28 ft
1 meter	1.09 yds
1 meter	0.19 rod
1 kilometer	0.62 miles

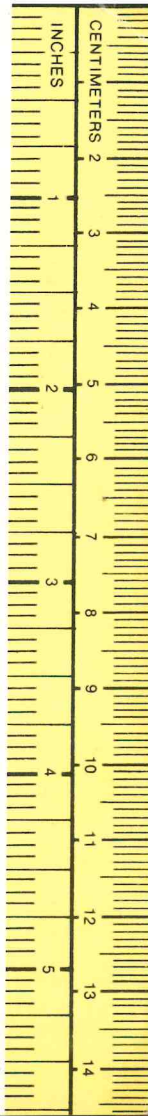
TEMPERATURES

Cent.	Far.	Cent.	Far.
0°	32°	37°	98°
5°	41°	40°	104°
10°	50°	50°	122°
15°	59°	60°	140°
20°	68°	70°	158°
25°	77°	80°	176°
30°	86°	90°	194°
35°	95°	100°	212°

To convert, formula is:

Fahrenheit temperature minus 32; divide by 1.8
to arrive at Centigrade figure.

To go from Centigrade to Fahrenheit, multiply
Centigrade temperature by 1.8; add 32.



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